

South Bay Cruising Club

Minutes of the Board Meeting

April 25, 2023

East Islip Library, East Islip, New York

Officers Present: Jeff Frederick: Commodore
Scott Gesele: Vice Commodore
Stephanie Pizer: Rear Commodore
Rich Troy: Treasurer
Wendy Gesele: Recording Secretary

Officers Absent: N/A

Governors Present: Charlie Margeson Jeff Mattera John Davis Rich LaBella
David Tedesco Joyce Gotard Bob VanTassel

Governors Absent: N/A

Committee Chairpersons Present:

| | |
|---|---|
| Todd McCarthy - Fleet Captain | Jay Pizer - Yearbook |
| Charlie Margeson - Regatta Captain | Dennis Krug - Historian |
| Pam McCarthy - Membership | Glen Bernichon - Storekeeper |
| Bob Forman & Jeff Mattera - Program | Sandy Carlberg & Michele Jaeger - Welcoming |
| Susan Moran - Hospitality | Rich Mourino - Webmaster |
| Joe Werkmeister - Corresponding Secretary | |

Committee Chairpersons Absent: Duncan Burns - Fleet Chaplain Jean Sidebottom - Hospitality
Kristine Schaefer- Fleet Surgeon Jeremy Wiss - Legal Chair
Rob Gutmann - GSBYRA Fred Golder - Mailing

- 1. Commencement of the Meeting:** A quorum being present, Commodore Jeff Frederick commenced the meeting at 1932.
- 2. Approval of the Minutes as presented by the Recording Secretary:**
 - Motion to dispense reading of March minutes made, seconded and approved.
 - Motion to adopt March minutes made, seconded and approved.

- 3. Report of the Treasurer:** Rich Troy: *See page 4 Appendix 3*
Treasurer's Report from Rich Troy, for March 2023

The major financial changes (\$200+) in this reporting period include:

- Payment to NYS for Sales Taxes on Membership Fees (\$1,348.52)
- Commodore Discretion (vendor= Prestige Flag)
- Hospitality (for Spring Party)
- Postage (P.O. Box is \$230/year now!!!)
- Regatta Racing Website (sbccracing)
- Storekeeper (supplies)

WELL DONE! Our 2023 goals for Membership Income have already been exceeded by almost 19%, in part due to the wonderfully large number of new members!

As usual:

This report was generated after receipt of our prior monthly financial statements from our accounts at PayPal and the BFCU (Bethpage Federal Credit Union). The amounts in this report are fully reconciled with those bank statements.

The income totals reported by Membership will differ from the amounts reported here because this report shows:

1. the 'net income' from membership payments, reduced by our member's GSBYRA payments, sales tax and Storekeeper items given to new Members, along with
2. what was received and deposited by the end of the month being reported.

Membership payments for the 2023 membership year are counted when received from 10/1/2022 to 9/30/2023.

The attached pages include the SBCC reports for Revenue/Expense Statement and Balance Sheet.

4. Report of the Fleet Captain: Todd McCarthy:

- 1st RV is Next Week, 5/6, New Members RV in Bellport Park hosted by Sandy Carlberg and Michele Jaeger.
- If weather is bad, Michele Jaeger has offered the use of her house again. Will start at 3 pm.

5. Report of the Regatta Captain: Charlie Margeson:

- 2023 schedule is on the website and has been filed with the Coast Guard
 - Races start on 5/20 with the Spring Race to Atlantique
 - Atlantique is willing to give club resident rate if going as a group midweek
 - 5/30 starts the Twilights with the Bay Shore Twilight
 - There is a program that is being used for Bay Shore Twilights; Rich LaBella is trying to put together a way to follow the races in real time.
 - Working with the developer; can we use for more races than BS Twilights?
 - May have a 5 min delay
 - May be able to watch after the race

6. Report of the Membership Committee: Pam McCarthy: See pages 5-6 Appendix 6

- I am pleased to announce that right before the April 1st date which members go into the NGS status
 - we had 99% percent of paid members.
 - At this time only 1 member has not paid their dues.
 - I am also happy to see our membership numbers going up
 - I will be bringing up 5 applicants for a vote tonight. Gave brief intro to each.
 - Will Reichel; regular member
 - Norman Rubin; regular member
 - James & Annmarie Mitchell; regular member
 - Brian & Dawn Ruggiero; associate
 - John & Jackie Wolf; associate
- All applicants approved unanimously**
- Unfortunately, several members had to resign for various reasons.
 - It's also sad to report the passing of Bill Cook. Bill and his wife Mary Ann have been active SBCC members since 1960!!
 - Also discussed how we are recruiting and how new members are finding us.

7. Report of the Fleet Chaplain: Duncan Burns: no report

8. Report of the Program Committee: Bob Forman & Jeff Mattera:

- Put out call for ideas for next year's programs
 - Man overboard/safety seminar
 - How to prep for a cruise
 - Concussion protocol
 - How to get back on boat
 - CPR/First Aid/Stop Bleeding
 - Clinic for racing rules for novice racers
- Will send out e-mail to membership to see what they are interested in.
- If need to pay presenter, usually team up with Sayville YC to get break on fee and more attendees and use of facility

9. Report of the Hospitality Committee: Susan Moran & Jean Sidebottom:

- The Hospitality Committee started off the events of 2023 with a BANG!!
- The Spring Party was held on April 15th at the Bay Shore Yacht Club, and the committee provided small plates, appetizers, desserts, and more. Just over 80 people were in attendance, and it was a huge success! Co-chair Susan Moran took the lead as focal, and she was provided tremendous support from all members of the committee. Some who were not able to make the event even dropped off their donations! It was great to see so many new members attend too, buoyed by Sandy Carlberg and team reaching out to them personally. We have been advised that SBCC will be afforded a reduction in the cost of our next venue at BSYC as there were no stewards assigned for the Spring Party, as per our contract, despite having an SBCC/BSYC member who was extraordinarily helpful during the party!
- We now look forward to building on that success with Commissioning Day, Sunday June 4th at the Bay Shore Yacht Club from 12-4 pm. This event will feature some team grill-masters on the BBQ, Sandy Carlberg and Michele Jaeger as the consummate bartenders, and the Hospitality Team providing sides and desserts! We are all looking forward to the next event in our calendar!

10. **Report of the Fleet Surgeon:** Kristine Schaefer: no report
11. **Report of the Corresponding Secretary:** Joe Werkmeister: no report
12. **Report of the Yearbook Committee:** Jay Pizer:
 - Yearbooks are out. If you didn't get yours, pick them up tonight.
 - Passed around list of those who didn't pick up so some can deliver to reduce mailing costs.
13. **Report of the Historian:** Dennis Krug: no report
14. **Report of the Store Keeper:** Glen Bernichon:
 - Sold \$144 of material at the Spring Party
 - Spoke to vender in East Islip who embroiders the artwork on the hoodie and non-hoodie sweatshirts; should have for Commissioning Day.
15. **Report of the Legal Chair:** Jeremy Wiss: absent; no report
16. **Report of the GSBYRA Representative:** Rob Gutmann: absent; no report
17. **Report of the Mailing Committee:** Fred Golder: absent; no report
18. **Report of the Welcoming Committee:** Sandy Carlberg & Michele Jaeger:
 - Put in a request for an order of more lanyards
 - Requested Rich Mourino to send name tags for new members; will do and will set up so will auto-send when he gets the info from Pam.
19. **Report of the Webmaster:** Rich Mourino:
 - Updated the SBCC Calendar on the Web Server; GSBYRA schedule now on web site
 - Created & Updated Documentation relating to the website maintenance, Coffee Urn assembly and cleaning instructions.
 - Coffee Urn Instructions placed into Hospitality Folder on the web server.
20. **Governor's Reports:**

Charlie Margeson: no report
Jeff Mattera: no report
John Davis: no report
Rich LaBella: no report
David Tedesco: no report
Joyce Gotard: no report
Bob VanTassel: no report
21. **Report of the Rear Commodore:** Stephanie Pizer: no report
22. **Report of Vice Commodore:** Scott Gesele: no report
24. **Report of the Commodore:** Jeff Frederick: no report
25. **Other Business/ New Business:**
 - Old Business:** Will be returning Patricia A. Kelly (AKA Broadships) Trophy to Maritime Museum for display
 - New Business:** Discussed documenting policies we have discussed during past meetings. *See page 7 Appendix 25*
26. **Adjournment:** There being no further business before the Board, Commodore Jeff Frederick adjourned the meeting at 2022.

Appendices

3. Treasurer's Report

| SBCC Revenue/Expense/Budget Statement | as of 3/31/2023 for March 2023 | | | Green shows Revenues over budget or Expenses not yet spent Red shows Revenues not yet received or Expenses overspent | | |
|--|--------------------------------|------------------|-------------------|---|---------------|--|
| | This Period | Start to Date | Budget | Variance | % Variance | Comments or Latest Changes |
| Revenues: (negative variance shows Revenue not yet received) | | | | | | |
| Membership Dues for 2023, net after sales tax | 1,292.36 | 16,172.18 | 13,635.66 | 2,536.52 | 18.6% | Received 10/1/2023 - 9/30/2024; reduced by sales tax |
| Storekeeper Income | 180.41 | 339.41 | 1,100.21 | (760.80) | -69.2% | includes sales + credits for new full/regular members |
| Interest Income | 73.50 | 204.64 | 401.34 | (196.70) | -49.0% | |
| Total Revenues: | 1,546.27 | 16,716.23 | 15,137.21 | 1,579.02 | 10.4% | Positive Variance Amount means actual revenue is > budget plan |
| Expenses: (negative variance shows budget funds not yet spent) | | | | | | |
| Commodore Discretion | 249.95 | 249.95 | 500.00 | (250.05) | -50.0% | |
| Fleet: Cruising Awards & Trophies for last year events | - | 119.42 | 800.00 | (680.58) | -85.1% | |
| Fleet: Cruising Awards & Trophies for this year events | 66.26 | 66.26 | 800.00 | (733.74) | -91.7% | |
| Fleet: Cruising misc | - | 98.87 | 300.00 | (201.13) | -67.0% | |
| Fleet: Yachting Club of America, Club Membership | - | - | 500.00 | (500.00) | -100.0% | |
| Hospitality | 798.29 | 798.29 | 1,000.00 | (201.71) | -20.2% | |
| Insurance | - | - | 5,244.00 | (5,244.00) | -100.0% | |
| Postage, Printing and Supplies | 268.60 | 307.20 | 725.00 | (417.80) | -57.6% | includes P.O. Box renewal \$230 and postage for new members and Yearbook |
| Program | - | 75.45 | 250.00 | (174.55) | -69.8% | |
| Program: Change of Watch | - | - | 400.00 | (400.00) | -100.0% | |
| Regatta: GSBYRA Club Membership | - | - | 200.00 | (200.00) | -100.0% | |
| Regatta: Racing Awards & Trophies for last year events | - | 447.98 | 800.00 | (352.02) | -44.0% | |
| Regatta: Racing Awards & Trophies for this year events | - | - | 600.00 | (600.00) | -100.0% | |
| Regatta: Racing misc | - | - | 500.00 | (500.00) | -100.0% | |
| Regatta: Racing website SBCCRACING | 252.00 | 252.00 | 264.00 | (12.00) | -4.5% | |
| Regatta: US Sailing, Club Membership + PHRF | - | - | 250.00 | (250.00) | -100.0% | |
| Storekeeper Expenses | 632.04 | 632.04 | 1,276.00 | (643.96) | -50.5% | |
| Treasurer: Bank Charges & Expenses | - | - | 30.00 | (30.00) | -100.0% | |
| Web Page, Technology | 124.26 | 173.26 | 350.00 | (176.74) | -50.5% | |
| Yearbook | - | - | 3,876.00 | (3,876.00) | -100.0% | |
| Total Expenses: | 2,391.40 | 3,220.72 | 18,665.00 | (15,444.28) | -82.7% | |
| Total of Revenue minus Expenses: | | 13,495.51 | (3,527.79) | 17,023.30 | 91.2% | Positive values on this line show the total of Expenses not yet spent |
| Other Items, not included in budget: ("Pass through" items, accumulated when received, paid annually) | | | | | | |
| Regatta: GSBYRA donations (optional \$7 pp) | 14.00 | 501.00 | | | | accumulated from member payments of \$7 ea. Plus any additional contributions |
| Sales Tax set aside from Membership Dues | 116.19 | 116.19 | | | | accumulated as member payments are received at 8.625% for NY State sales tax |
| PAID Regatta: GSBYRA donations (optional \$7 pp) | | 517.00 | | | | Last paid to GSBYRA in March 2022 |
| PAID Sales Tax set aside from Membership Dues | | 1,348.52 | | | | Last paid to NYS in March 2023 |
| Other Items, not included in budget: (Extraordinary Items, approved by the SBCC Board) | | | | | | |
| zz Outside of Budget | - | 543.13 | - | - | n/a | Annual fee to BSYC for storage of trailer on their property (new as of Feb 2022) |
| Excess Reserves to be Spent in 2023 | | - | 3,296.72 | | | As agreed during SBCC Board Meeting |
| Hospitality: net total expenditures vs budget | | 798.29 | 4,296.72 | (3,498.43) | -81.4% | If Hospitality is assigned all "Excess Reserves" |
| Estimated end of year results | | | (231.07) | | | If end of year = total of all budgets including excess reserves |

| SBCC Balance Sheet | as of 3/31/2023 for March 2023 | |
|---|---|--|
| Current Liquid Assets | Amounts | |
| BFCU Checking Account | \$545.96 | |
| BFCU Money Market | \$42,595.49 | |
| BFCU Savings Account | \$439.49 | |
| PayPal Account | \$0.00 | |
| Stripe Account | \$260.04 | |
| Zettle Account | \$28.41 | |
| Total Current Liquid Assets | 43,869.39 | |
| Current Liabilities | | |
| GSBYRA Payable/Donations | 501.00 | |
| Sales Tax Payable | 116.19 | |
| Other Accrued Expenses | - | |
| Total Current Liabilities | 617.19 | |
| Total Liquid Assets Reduced by Total Liabilities | 43,252.20 | |
| Non-Liquid Assets (not assigned a cash value) | Not included in these reports: Other assets such as the sound system, trailer, the hardware used by Regatta/Racing, the hardware used by Hospitality, and the Storekeeper inventory | |

6. Membership's Report

| Year | Reg | Sen | Hon | Assoc | Jr | Total | Paid | UnPaid | New | Resign | Deceased | NGS | Coll. | Gsbyra |
|------|-----|-----|-----|-------|----|-------|------|--------|-----|--------|----------|-----|----------|--------|
| 2023 | 81 | 54 | 18 | 9 | 0 | 162 | 161 | 1 | 13 | 9 | 1 | 1 | 18410.00 | 541.00 |
| 2022 | 78 | 50 | 18 | 9 | 1 | 156 | 156 | 0 | 5 | 9 | 3 | 4 | 17440.00 | 543.00 |
| 2021 | 88 | 46 | 18 | 11 | 1 | 164 | 164 | 0 | 9 | 9 | 3 | 2 | 18475.00 | 517.00 |
| 2020 | 94 | 39 | 19 | 14 | 1 | 167 | 167 | 0 | 7 | 11 | 4 | 1 | 19065.00 | 364.00 |
| 2019 | 112 | 29 | 18 | 16 | 0 | 175 | 175 | 0 | 8 | 11 | 5 | 10 | 18520.30 | 441.00 |
| 2018 | 121 | 29 | 20 | 20 | 0 | 190 | 190 | 0 | 10 | 9 | 5 | 7 | 20535.00 | 448.00 |

| New Member Name | Membership_Type | Date_Joined | Member Email |
|---------------------------------------|-----------------|-------------|----------------------------|
| Michael & Ronnie Quigley | REGULAR | 2023-03-27 | mq@qrtinc.com |
| Barry & Aura Wagner | REGULAR | 2023-03-01 | fixerguy2012@gmail.com |
| Joseph Nador | REGULAR | 2023-02-28 | jmsnadorjr@gmail.com |
| Jean & Peter Ehatt | REGULAR | 2023-01-31 | jean@ehatt.com |
| Walther Van Stipriaan & Katelyn Young | REGULAR | 2023-01-31 | walther@vanstipriaan.com |
| Michael & Korin Yovino | ASSOCIATE | 2023-01-31 | mvyovino73@gmail.com |
| Scott & Maggie Jacobitti | REGULAR | 2023-01-31 | scott@snake tray.com |
| Alexis & Cathy Stephani | REGULAR | 2023-01-21 | alexis.stephani@gmail.com |
| Ryan & Melissa Wood | ASSOCIATE | 2022-11-28 | rywood2002@yahoo.com |
| Nicholas Loretta | REGULAR | 2022-10-29 | nicholasloretta@gmail.com |
| John McKenna | REGULAR | 2022-10-25 | mcke01@gmail.com |
| Michael Quinn & Jackie Scoglio | REGULAR | 2022-10-25 | michaelquinn8188@gmail.com |
| Martin & Brenda Kelly | ASSOCIATE | 2022-10-25 | e920dhs@gmail.com |

| Deceased | Last_name | Deceased_Date |
|----------|-----------|---------------|
| William | Cook | 2023-04-07 |

6. Membership's Report (cont.)

| Resigned Member Name | Date_Resigned | Year Joined | Member Type |
|---------------------------------|---------------|-------------|-------------|
| Anthony Addeo & Laura Kalarjian | 2023-03-13 | 2019 | REGULAR |
| John Mullarkey | 2023-03-09 | 2004 | REGULAR |
| Scott Vine | 2023-03-09 | 2020 | REGULAR |
| Frank & Barbara Peter | 2023-02-27 | 1991 | SENIOR |
| Carey Daveler & Darylann Boyle | 2023-01-27 | 2021 | REGULAR |
| Mike & Wendy Bernardis | 2023-01-12 | 2021 | ASSOCIATE |
| Lynda Lane | 2022-12-17 | 2016 | ASSOCIATE |
| Nancy Sherman | 2022-10-25 | 1998 | SENIOR |
| Della Bucher | 2022-10-25 | 1998 | SENIOR |

| Not_In_Good_Standi | First_Name | Membershi | Year_Join | homeph | Cellphone | Sponsor_1 | Sponso |
|--------------------|----------------|-----------|-----------|--------|--------------|---------------|--------|
| Romaine | Mark & Carolyn | REGULAR | 2007 | | 631-334-8933 | Eppig, Aileen | |

| Pending_Members | First_name | mtype | Street_add | City_state | Yacht_name | Model | LOA | Date_added |
|-----------------|------------------|---------|--------------------|-------------------------|-------------|---------------|-----|------------|
| Mitchell | James & Annmarie | PENDING | 37 Cedar St. | Babylon, New York 11702 | Sheaylin | Tanzer 25 | 25' | 2023-04-19 |
| Reichel | Will | PENDING | 1165 Patricia Ave | West Islip, NY 11795 | Naughty Dog | C & C Mk11 | 25' | 2023-03-27 |
| Rubin | Norman | PENDING | 174 Northern Blvd | Shirley, NY 11967 | Fuzzy Logic | C & C | 34' | 2023-04-08 |
| Ruggiero | Brian & Dawn | PENDING | 152 Alexander Ave | Nesconset, NY 11767 | | | | 2023-04-08 |
| Wolf | John & Jackie | PENDING | 38 Matsunaye Drive | Medford, New York 11763 | Nauti Wolf | Cutwater 248c | 31' | 2023-04-06 |

25. New Business

Suggested Policy/Job Description Updates:

Membership

Associate becomes a full Member: Calculating years in club after rejoining the club

If an Associate changes to a Regular member, the year joined, years in club is all set to the date the change took effect. They start at Zero.

Time as an associate is not used to calculate a Senior membership.

The membership system does keep the date an Associate or Member is ADDED to the system. So that information is available and can be different from the Year Joined field.

A regular member that was archived and later rejoins with board approval, their year joined is kept and the number of years in club is adjusted by the number of years they were not a member.

EX a member joined in 2013 left in 2019 and now rejoined in 2023.

The system calculated 6 years in club by adjusting the duration from 2023 - 2013 then subtracting 4 years 2023 - 2019.

The join date is still 2013 but the years in the club is shown as 6.

Associate Member becoming a Full Member: Application

All that is required is the member fill out a Full member application – previous letters of recommendation will suffice, and no new letters need be submitted. Also, applicant must pay the \$\$ difference to upgrade membership (i.e. full – associate = dues owed for the year)

Former Members Re-Applying:

A member who resigns in good standing (GS) must re-apply and provide two sponsor letters, but no application fee is assessed (i.e. only dues - \$160). *{This was policy for years, but an old manual surfaced that countered it. Discussed with Bob F. and Rich L. in 2020, and they confirmed the dropping of a second fee}*

A member who resigns not in good standing (NGS) must re-apply and provide two sponsor letters, but an application fee is assessed equal to one year's dues (i.e. dues = \$160 plus fee = \$160 = \$320 total).

Webmaster

Payment System

The payment online system uses PayPal to collect funds and it is deposited into an account controlled by the Treasurer only.

The webmaster and other chairs do not have access to this PayPal account. It is my understanding that only the treasurer has access to this PayPal account and is the only one that can refund any funds. This may have been modified to include a backup person (rear commodore) to the treasurer and the commodore.

The system produces many logs, one within the server and carbon copies of emails send to either the buyer and the chair selling the item (membership, Store items, Parties etc.).

The system has a routine that looks at the items purchased and looks for key words and then forwards the email to the chair responsible for selling those items.

It also sends a copy of the email to the Treasurer and a special email (store.purchases@sbccsail.org) account that acts like another log.